

COMMODITY GLASS

VS

TECHNICAL GLASS

Bruce Jennings
CEO & President
Schott Glass Technologies Inc.

**COMMODITY
GLASS**



**COMMODITY
GLASS**



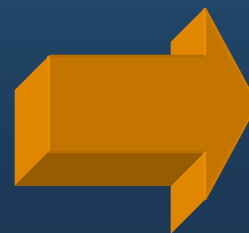
**COST
DRIVEN**

**COMMODITY
GLASS**



**COST
DRIVEN**

**TECHNICAL
GLASS**



**COMMODITY
GLASS**



**COST
DRIVEN**

**TECHNICAL
GLASS**



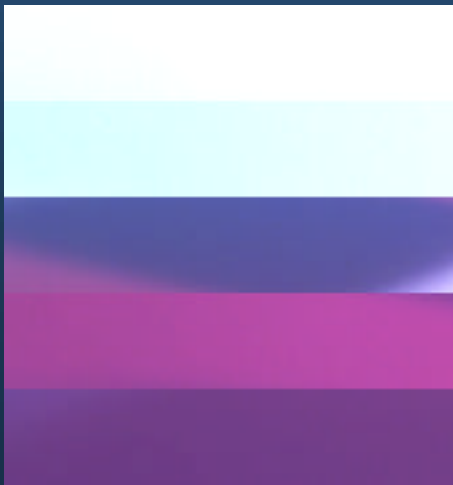
**TECHNOLOGY
DRIVEN**

*Substitution of Plastic
for Glass is high
for standard, commodity
products*

COMMODITY GLASS PRODUCTS

COMMODITY GLASS PRODUCTS

- ⇒ Transparent polymers replacing glass lenses in ophthalmic applications



COMMODITY GLASS PRODUCTS

- ⇒ Transparent polymers replacing glass lenses in ophthalmic applications
- ⇒ Plastic containers replacing glass ones



COMMODITY GLASS PRODUCTS

- ⇒ Transparent polymers replacing glass lenses in ophthalmic applications
- ⇒ Plastic containers replacing glass ones
- ⇒ Replacement of glass by plastic in the automotive industry has started



COMMODITY GLASS PRODUCTS

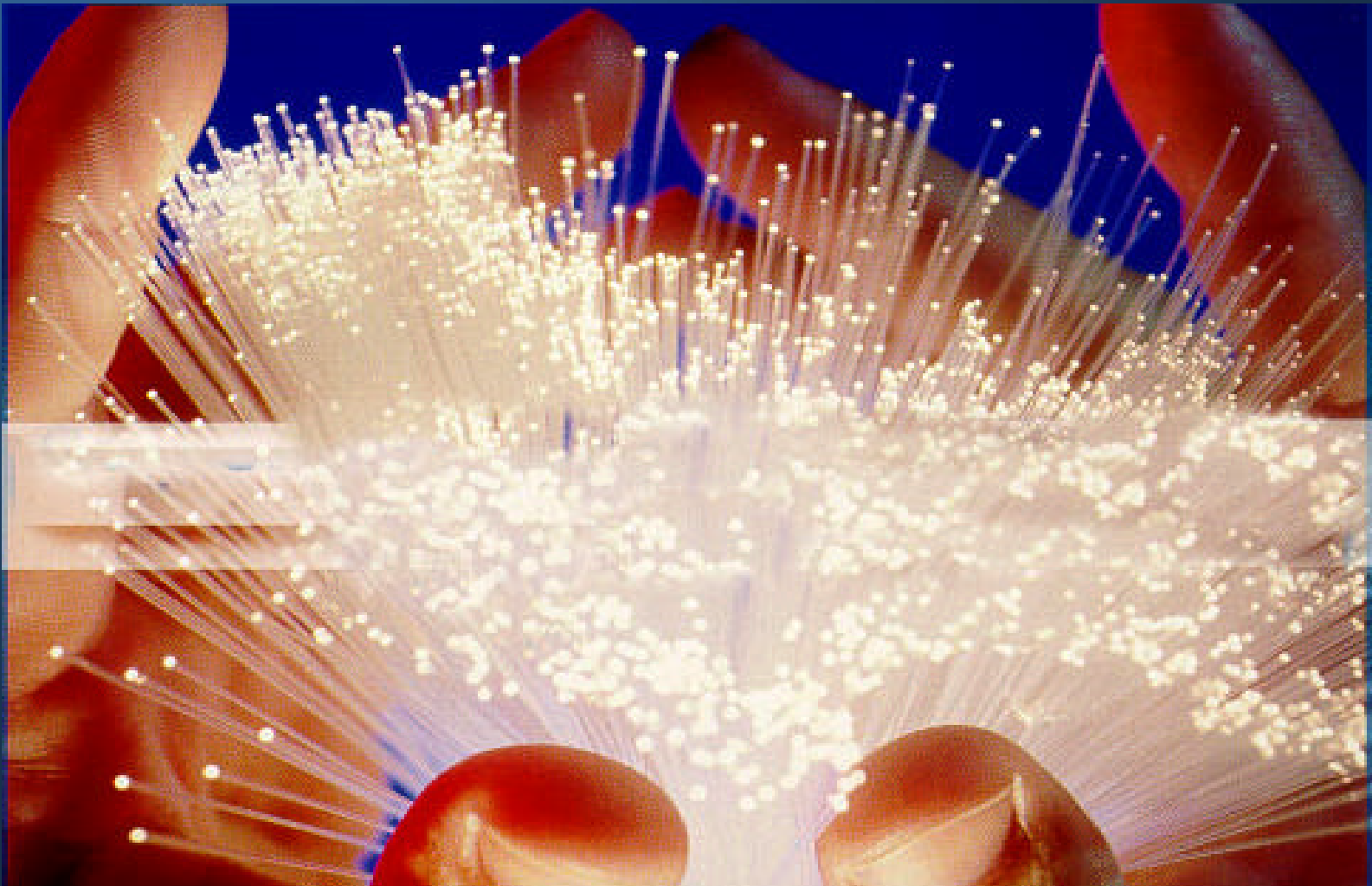
**Thus the commodity
segments do not have a
bright future**

*The Specialty
Glass Segment*

Steadily bright and growing

SPECIALTY GLASS SEGMENT

Silica optical fibers have and continue to revolutionize the telecom/photonics area



SPECIALTY GLASS SEGMENT

**Silica optical elements for
microlithography applications**



SPECIALTY GLASS SEGMENT

**Glass and glass-ceramics to replace aluminum
as the substrate material for hard disc drive
applications**



SPECIALTY GLASS SEGMENT

Substrate and cover glasses for
display technology



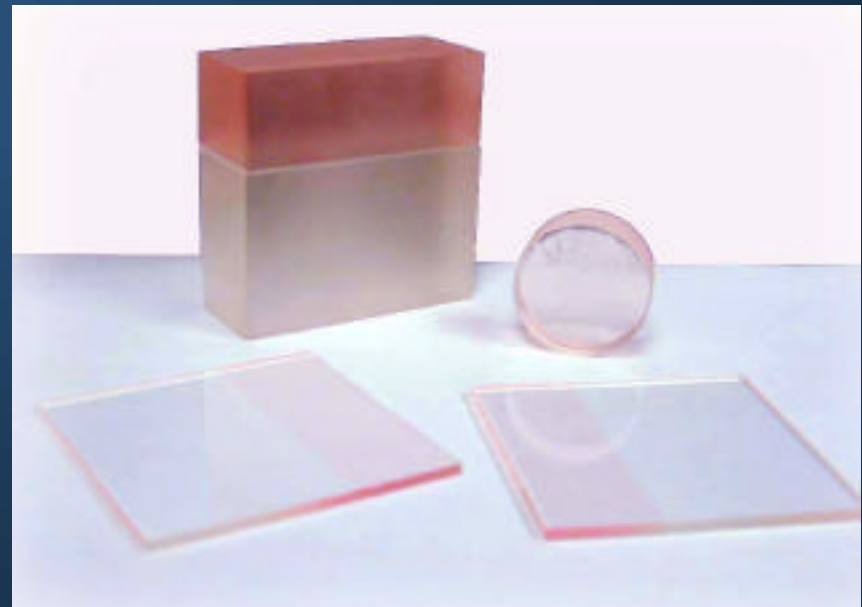
SPECIALTY GLASS SEGMENT

**Active and Passive glasses for
telecom components such as:**

SPECIALTY GLASS SEGMENT

Active and Passive glasses for telecom components such as:

Planar waveguide devices (active, passive, hybrid glasses)



SPECIALTY GLASS SEGMENT

Active and Passive glasses for telecom components such as:

Optical fiber components such as optical amplifiers



SPECIALTY GLASS SEGMENT

Active and Passive glasses for telecom components such as:

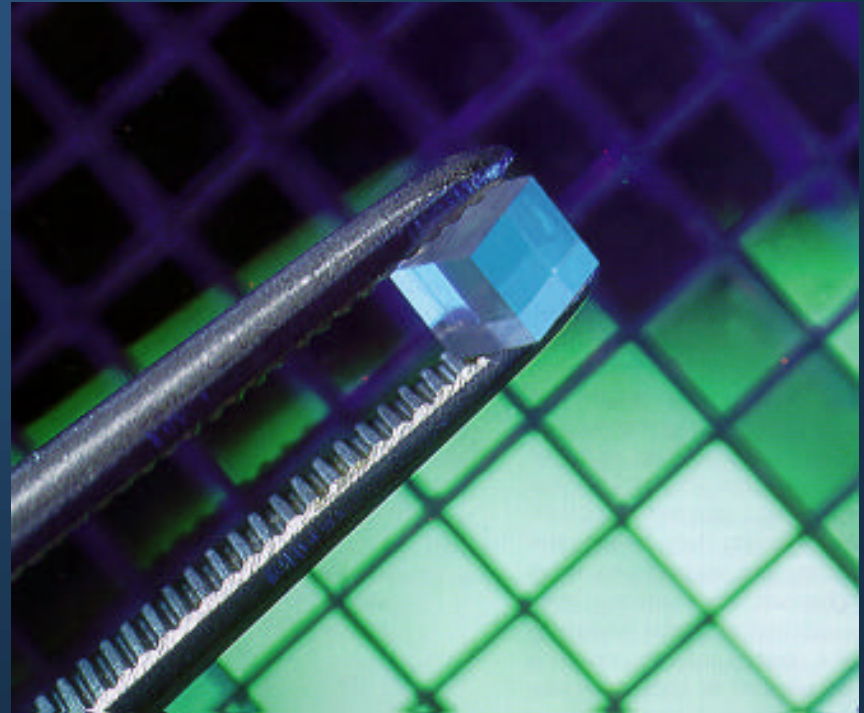
**Drop/add
components**



SPECIALTY GLASS SEGMENT

Active and Passive glasses for telecom components such as:

**DWDM
multiplexing and
demultiplexing
components**



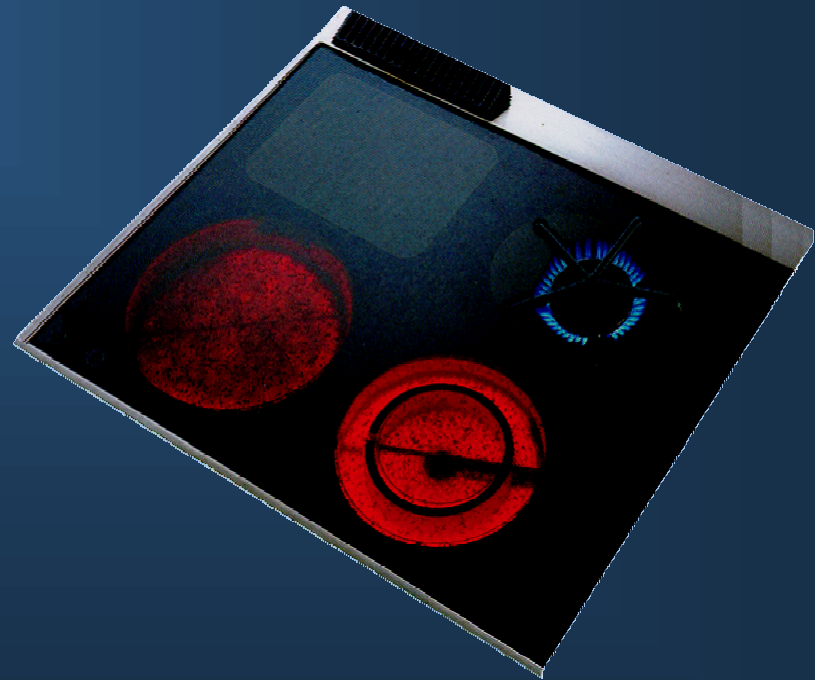
SPECIALTY GLASS SEGMENT

**Glass and glass-ceramics for
home applications**

SPECIALTY GLASS SEGMENT

Glass and glass-ceramics for
home applications

**CERAN® for
stove tops**



SPECIALTY GLASS SEGMENT

**Glass and glass-ceramics for
home applications**

**Windows for
ovens and
heating
applications**



SPECIALTY GLASS SEGMENT

Glass and glass-ceramics for
home applications

Fiber optic and
waveguide
technology for
lighting



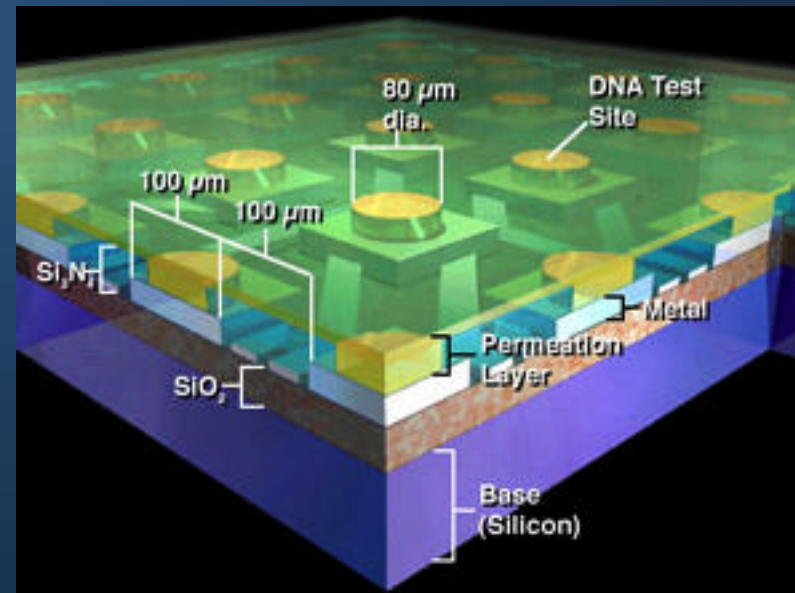
SPECIALTY GLASS SEGMENT

**Substrate glasses for
biomedical devices**

SPECIALTY GLASS SEGMENT

Substrate glasses for biomedical devices

DNA Chips



SPECIALTY GLASS SEGMENT

Substrate glasses for
biomedical devices

Microarray
Chips



SPECIALTY GLASS SEGMENT

Substrate glasses for
biomedical devices

Lab-on-a-chip
Technology

